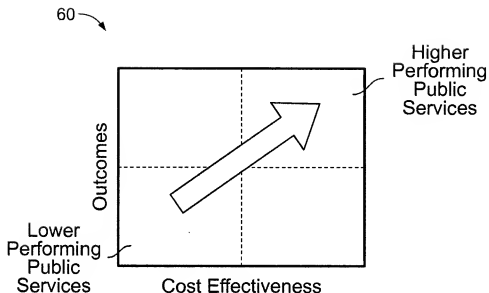


- Different Combinations of Growth and Spread Drive Intrinsic Value Creation for Shareholders and Stakeholders
- Enterprises can Map their Future Trajectory and Take Appropriate Action (Long Term Strategy and/or Immediate)

FIG. 1



- “Outcomes” are a Weighted Basket of Social Achievements
- “Cost Effectiveness” =
$$\frac{\text{Outcomes}}{(\text{Annual Expenditure} - \text{Cap Ex} + \text{Capital Charge})}$$
- Hypothesis = Greater Value is Created Through Generating Improved Outcomes in a More Cost Effective Way

FIG. 2

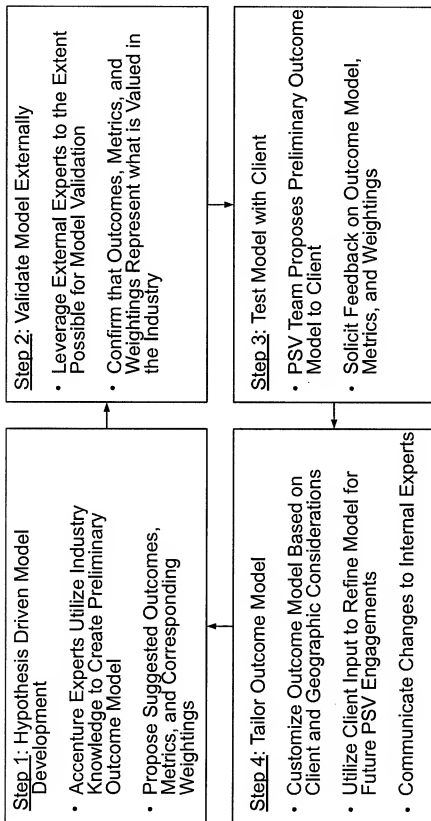


FIG. 3

REPLACEMENT SHEET

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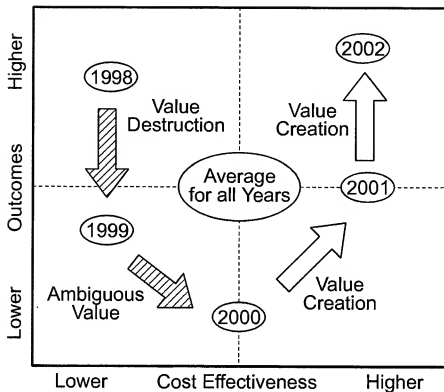


FIG. 4

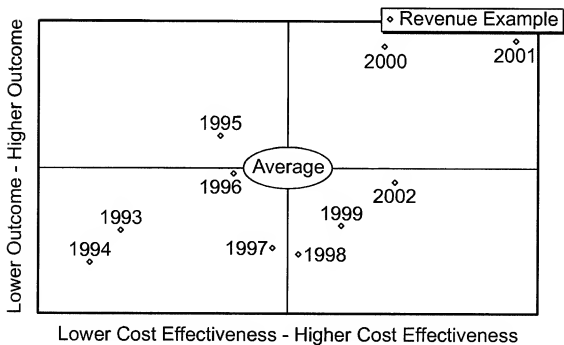


FIG. 6

REPLACEMENT SHEET

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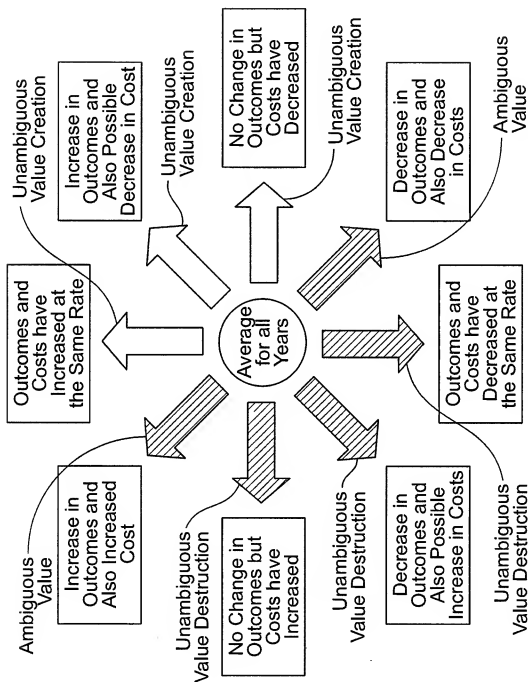


FIG. 5

REPLACEMENT SHEET

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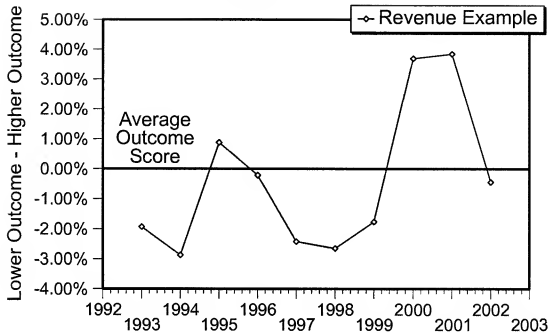


FIG. 7

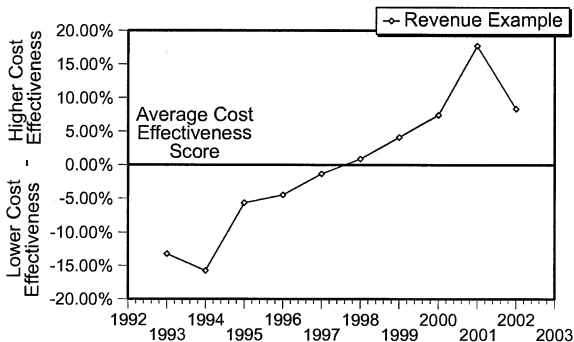


FIG. 8

REPLACEMENT SHEET

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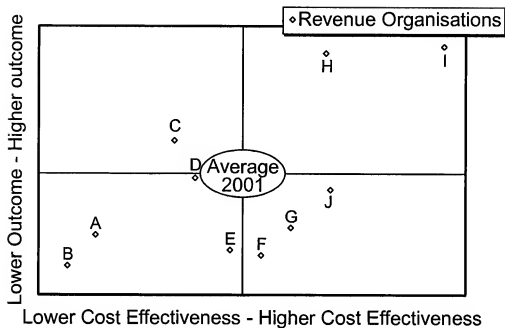


FIG. 9

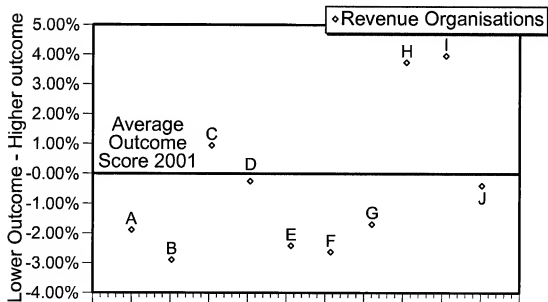


FIG. 10

REPLACEMENT SHEET

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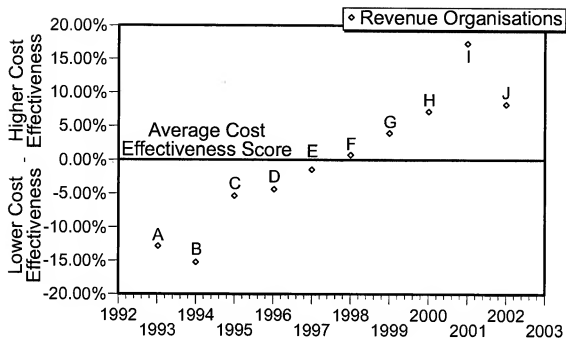


FIG. 11

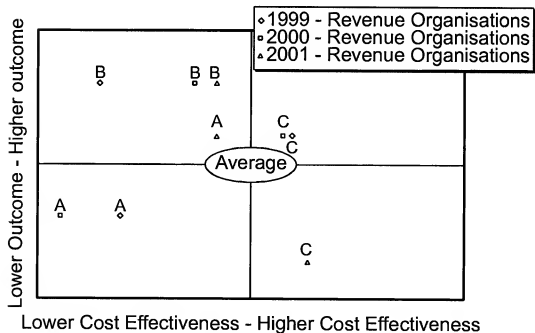


FIG. 12



REPLACEMENT SHEET

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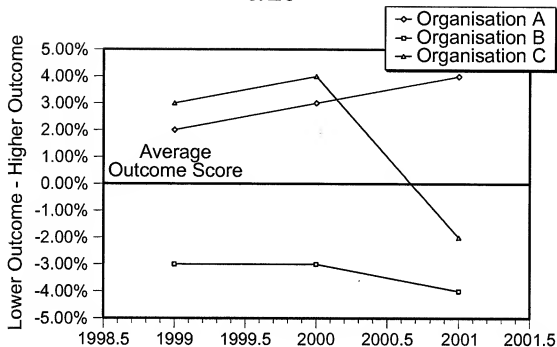


FIG. 13

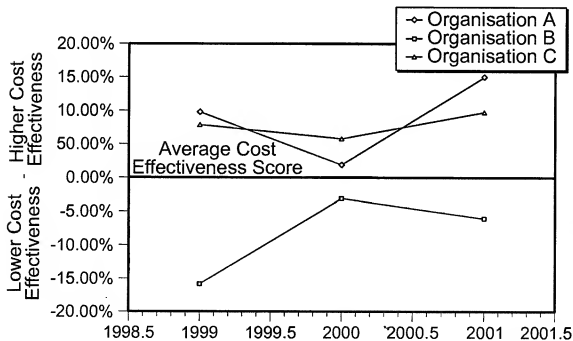


FIG. 14

REPLACEMENT SHEET

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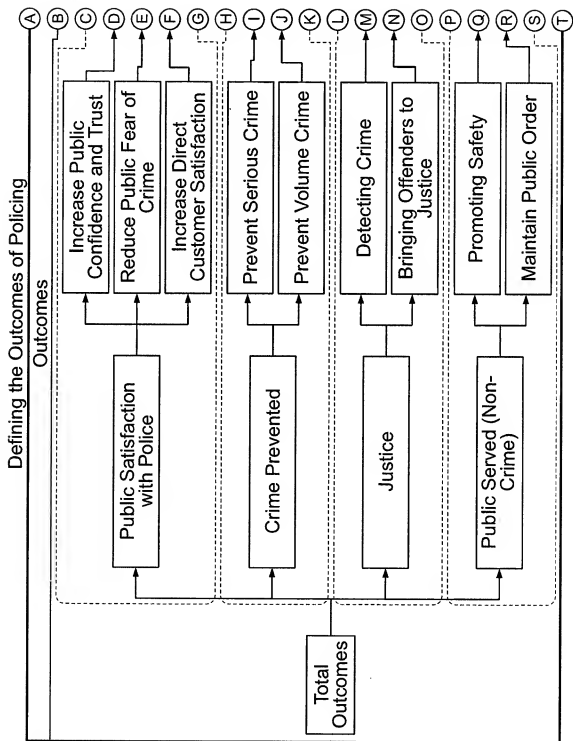


FIG. 15A-1

REPLACEMENT SHEET

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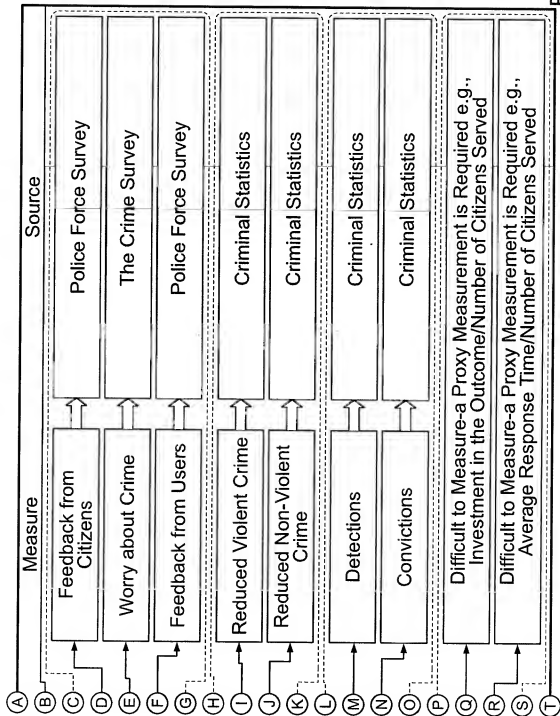


FIG. 15A-2

REPLACEMENT SHEET

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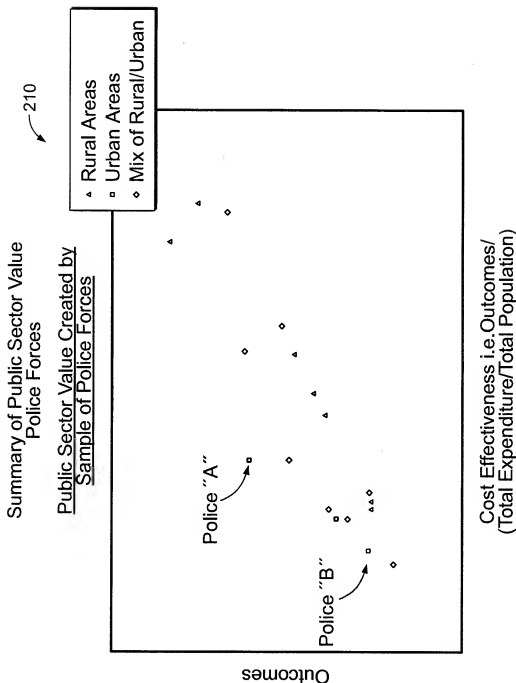


FIG. 15B

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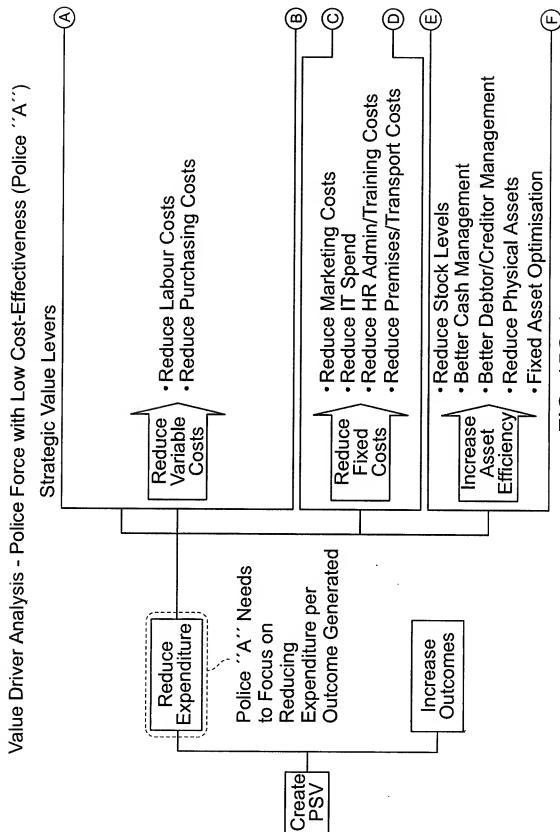
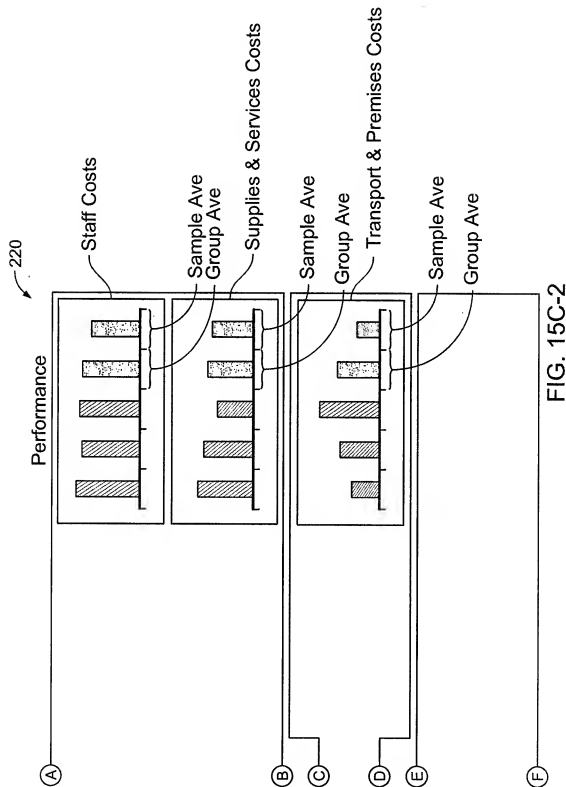


FIG. 15C-1

REPLACEMENT SHEET

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REPLACEMENT SHEET

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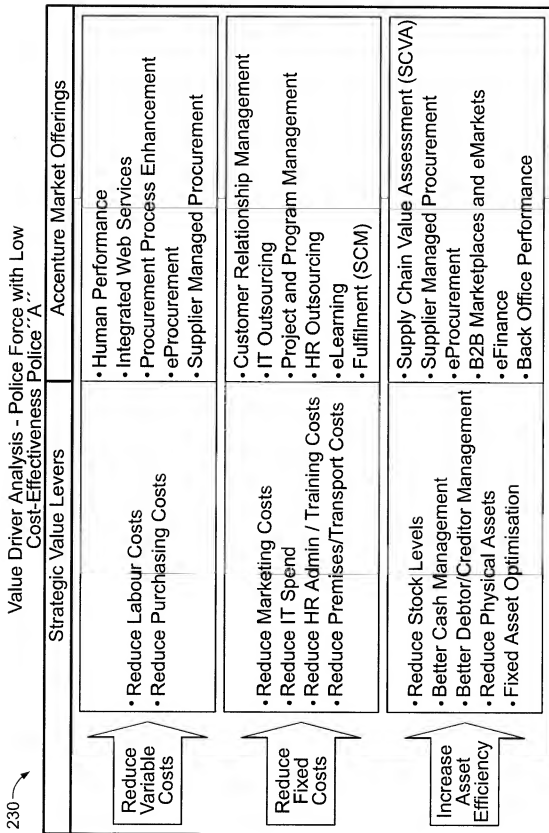
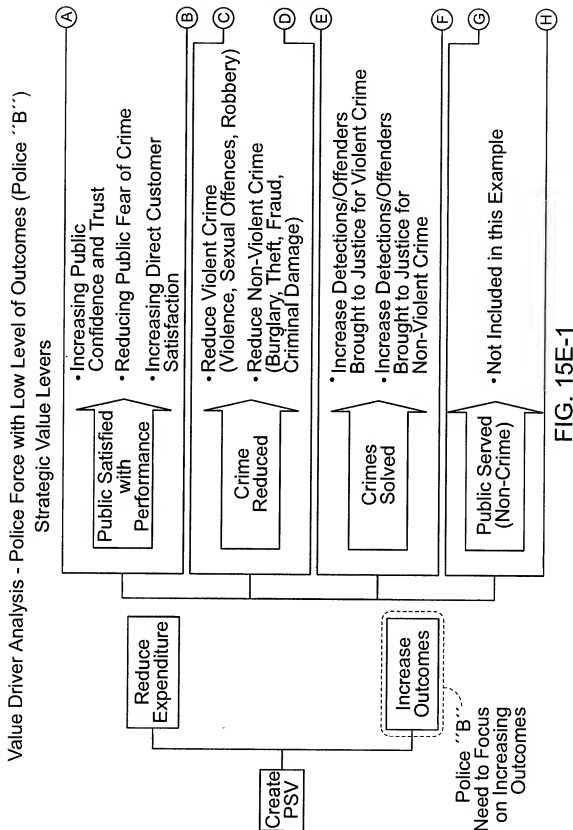


FIG. 15D

REPLACEMENT SHEET

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REPLACEMENT SHEET

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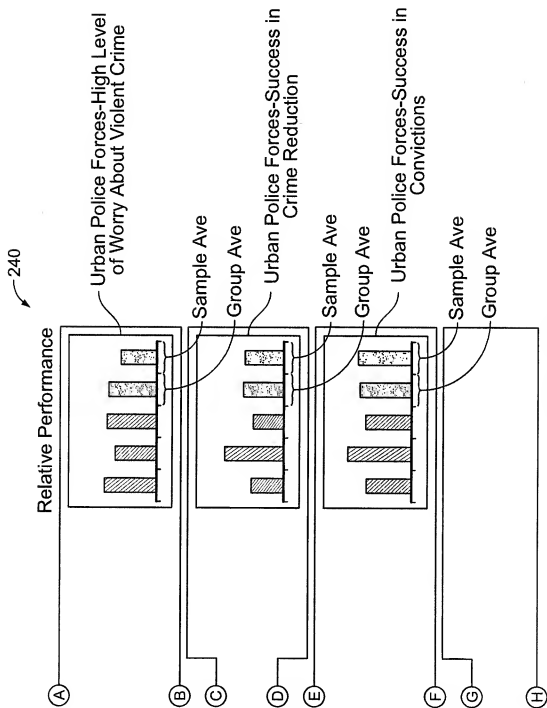


FIG. 15E-2

REPLACEMENT SHEET

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Value Driver Analysis - Police Force with Low  
Level of Outcomes (Police "B")

250

Strategic Value Drivers		Market Offerings
Public Satisfied with Performance	<ul style="list-style-type: none"> <li>Increasing Public Confidence and Trust</li> <li>Reducing Public Fear of Crime</li> <li>Increasing Direct Customer Satisfaction</li> </ul>	<ul style="list-style-type: none"> <li>Marketing Strategy</li> <li>Customer Relationship Management</li> </ul>
Crime Reduced	<ul style="list-style-type: none"> <li>Reduce Violent Crime (Violence, Sexual Offences, Robbery)</li> <li>Reduce Non-Violent Crime (Burglary, Theft, Fraud, Criminal Damage)</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge Management</li> <li>Customer Relationship Management</li> <li>IT Outsourcing</li> <li>Project and Program Management</li> </ul>
Crimes Solved	<ul style="list-style-type: none"> <li>Increase Detections/Offenders Brought to Justice for Violent Crime</li> <li>Increase Detections/Offenders Brought to Justice for Non-Violent Crime</li> </ul>	<ul style="list-style-type: none"> <li>Case Management</li> <li>Knowledge Management</li> <li>Customer Relationship Management</li> <li>Process Reengineering</li> </ul>

FIG. 15F

REPLACEMENT SHEET

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## Industry Analysis

- Value Levers Could Be:
- Labour Costs
- IT Costs
- HR Costs

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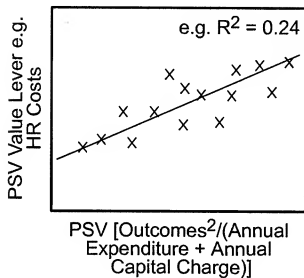


FIG. 16

REPLACEMENT SHEET

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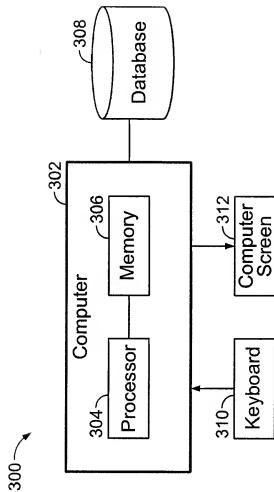


FIG. 17

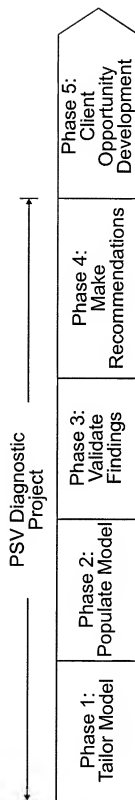


FIG. 18